

## **Historic, archived document**

Do not assume content reflects current scientific knowledge, policies, or practices.

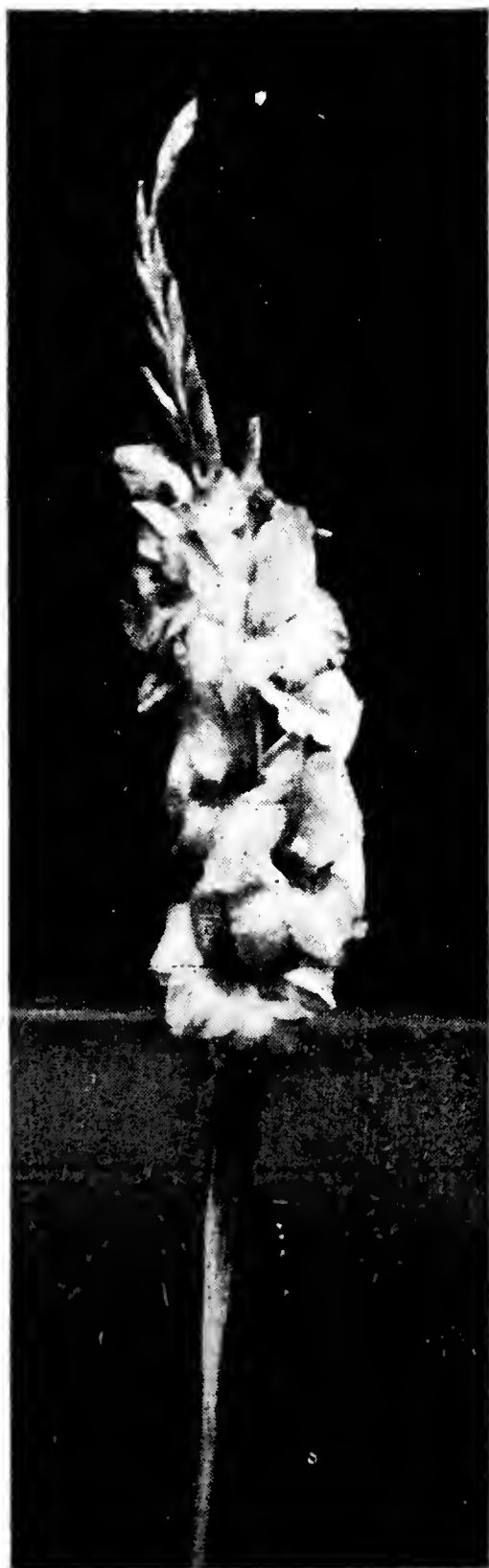


2.51

LIBRARY  
JAN 25 1938  
U. S. Department of Agriculture

# THE ECHO HEIGHTS FARM

---



## Gladiolus

---

*Nineteen Thirty-eight*

---

**F. O. CHAMBERLIN**

*Gladiolus Specialist*

Jordan

-:-

New York

# A WORD TO OUR CUSTOMERS

---

Again it is our privilege to submit to you our list of gladiolus bulbs for the season 1938. You will find many of the new originations in this list, and I am sure they are fully capable of creating new thrills for those who grow them in their gardens. In fact, I believe those who have not been growing the modern gladiolus will find a great thrill from growing the cheaper varieties, very many of which are still prize winners. Some people get the idea that glads are hard to grow, but this is not so any more than potato culture is difficult. We send full cultural directions with each order, and if you will read and heed you will surely succeed. Our prices are as low as consistent, quality considered. There is just as much difference in glad bulbs as anything else in the line of seeds you may buy. This does not mean that you must pay exorbitant prices for good bulbs. Our bulbs are as good as you can buy at any price. One of the greatest mistakes the average buyer is liable to make is to purchase bulbs that have been forced to the limit in order to make a grand display. Such bulbs seldom repeat. I have a great many customers tell me that their flowers were better than mine. I figure that is a better recommend than to have them say that they could not get as good flowers as I showed them. Of course, you may grow a poor crop from good seed, but you cannot produce a good crop from poor seed.

The different sizes will be designated as follows: L. for large, M. for medium; S. for small and Blts. for bulblets. Large and medium bulbs are always of blooming size and many of the small ones will boom and will make the best of bulbs for the next season.

I would mention that there are a few varieties that do not make very large bulbs. M. size, in other words, would be a good size for a few of these varieties.

That does not mean that these varieties may not be very choice. I happen to know that the sweepstake spike at the State Show at Rochester last year was produced from a bulb of but little more than 1 inch in diameter.

To avoid disappointment you should get your order in reasonably early, especially if you are going to order some of the newer varieties, as many of these are limited in quantity. We will accept your C.O.D. order for future delivery. We do not substitute unless we give better value.

All orders of \$1.00 or over will be prepaid anywhere in U. S. A. I am giving no discounts on these prices but I do try to give all customers a pleasant surprise. Of course, we can give wholesale quotations on large lots. Please send list of just what you want for estimates. The larger your order, the more extras you will receive.

Quotations are usually made three at the dozen rate, as we cannot afford to put up single items for less than 10c. So you get the benefit of the dozen rate whether you order three, six, nine or twelve. Where priced singly multiply by 10 for dozen rate.

## SPECIAL NOTICE

Our "Perfectly Practical Practically Perfect Plant Stakes" will be sold to all customers at the wholesale rate: \$5.00 per 100, not less than 25 at these rates.

These stakes are just what the name implies, and will save you many times their cost in a few years time. I have found makeshift stakes are very expensive, and unsatisfactory in the long run.

F. O. CHAMBERLIN, Prop.

# LIST OF MODERN GLADIOLUS

*A List That Should Satisfy the Most Fastidious*

**ABABA** (Ellis) — A new red with tall spikes and many open flowers. (L. 1 for \$1.00; M. 1 for 50c; S. 1 for 25c.)

**ALBATROSS** (Pf.) — Purest white. One of the best. Tall with large florets. (L. 3 for 15c; M. 3 for 10c; S. 10 for 15c.)

**AFLAME**—Immense geranium pink. One of the real ones. (L. 3 for 15c; M. 6 for 15c.)

**APPEAL**—Beautiful geranium pink with conspicuous yellow lip. Large and early. (L. 3 for 20c; M. 5 for 20c.)

**APRICOT GLOW**—Early apricot. A parent of Picardy. (L. 3 for 15c; M. 5 for 15c.)

**ARABIA**—A very dark red. (L. 3 for 15c; M. 5 for 15c.)

**AVE MARIA**—One of the finest of the light blues in the medium price class. (L. 3 for 15c; M. 5 for 15c.)

**AMADOR** (Kingsley) A New glowing red that will surely please you. (L. 3 for 20c; M. 3 for 15c; S. 5 for 10c.)

**ALAYNE** (Kinyon)—Beautiful new shade of light rose, never flecks. Tall straight stem with 20 or more buds. This is a large decorative of exquisite beauty; also a splendid propagator. You can't afford to miss this one. (L. 1 for 75c; M. 1 for 50c; S. 1 for 20c; Blts. 10 for 25c.)

**ALLEMANIA** (Pfit.)—One of the largest and brightest of Pfitzer's reds. New. (L. 1 for 60c; M. 1 for 40c; S. 1 for 20c; Blts. 10 for 40c.)

**ALIGHT** (Hornberger)—Sport of the world famed Aflame, which retains the characteristics of that variety in all but color. A beautiful pink with white throat. (L. 1 for 40c; M. 1 for 30c; S. 1 for 20c; Blts. 10 for 20c.)

**APACHE** (Gelser) — Ground color orange, heavily overlaid with smoky purple. Large, yellow blotch. Tall spike. Many out. (L. 1 for 30c; M. 1 for 20c; S. 1 for 10c.)

**ARABELLA** (Pfitzer) — Deep black red. An improved Moorish King, having better spikes. Tall exhibition variety. (L. 1 for 50c; M. 1 for 30c; S. 1 for 20c; Blts. 10 for 50c.)

**AVAGNON**—A late introduction from Australia and is a sport of the famed Mrs. S. A. Errey Color is silver pink overlaid with plum and plum blotch, a very unusual color combination. Color does not appeal to me. (L. 3 for 25c; M. 3 for 15c.)

**BEACON** (Palmer) — A clear bright scarlet with large, clear cream blotch. Tall and straight, with 8-10 medium large blooms out. Distinctive in color and beautifully waved and ruffled. (L. 1 for 65c.)

**BAGDAD**—Smoky rose. Immense stalk and flower. (L. 3 for 15c; M. 5 for 15c.)

**BETTY HUMPHRIES**—An improved Betty Nuthall. Is a few shades darker than Nuthall with less markings in the throat, and seems to be some larger in flower. A strong and healthy grower. (L. 1 for 50c.)

**BETTY NUTHALL** — Apricot orange. Wonderful for exhibition or for florists' use. Late. (L. 3 for 15c; M. 5 for 15c.)

**BETTY BROWN EYES**—Orange with maroon blotches. (L. 3 for 20c; M. 3 for 15c; S. 4 for 10c.)

**BETTY CO-ED**—Soft, creamy pink. A beautiful, decorative. (L. 3 for 15c; M. 5 for 15c; S. 12 for 15c.)

**BERTY SNOW**—Lovely lavender with white throat. Much better propagator than Minuet. We won the blue ribbons at both the State Gladiolus Show and the State Fair in 1934, over Minuet. (L. 3 for 15; M. 5 for 15c.)

**BLUE DANUBE** — Amethyst blue. A tall, fine, healthy plant. (L. 3 for 20c; M. 5 for 20c.)

**BLUE ADMIRAL** (Christ)—Deep violet blue. Appears to be one of the very best dark blues. (L. 25c each; M. 15c; S. 10c; Blts. 100 for \$1.00.)

**BLUE PEACOCK** (Salbach)—Medium violet, red and white throat. A most attractive and satisfactory blue. (L. 20c each; M. 15c; S. 10c.)

**BLUE TRIUMPHATOR** — A very large pale blue, when at

its best a real wonder. (L. 1 for 10c.)

**BLACK OPAL (Errey)**—One of the most outstanding in the very dark red class. A true exhibition variety that will open ten well placed florets on tall, straight spike. (L. 1 for \$4.00; S. 1 for \$2.00; Blts. 10 for \$4.00.)

**BOB WHITE (Zimmer)**—An immense white with two rose lines in throat. All things considered this is one of the best white gladiolus. (L. 1 for 15c.)

**BORROWED GOLD** — Yellow tinted pink. (L. 3 for 15c.)

**BILL SOWDEN**—Large, deep crimson. A very fine one from Australia. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

**BLEEDING HEART**—A Light pink with large red blotches. One of the newer ones and very popular. Tall spike with 8 to 10 large blooms open. (L. 3 for 20c; M. 3 for 15c.)

**BREAK O' DAY**—Very early, delicate pink. (L. 3 for 10c.)

**BROWN WINGS**—A real brown glad. Every collection should have a few. (L. 3 for 15c; M. 5 for 15c.)

**BUTTERBOY** — A very early primrose yellow. Tall with good number out. Florists like this one. (L. 3 for 10c.)

**BYRON L. SMITH**—An old one but one of the best for florists' use. Orchid colorings. (L. 3 for 10c; 12 for 40c.)

**BRIGHTSIDES (Prestgard)**—Yellow ground, orange red shadings. Wonderful color combination. Decorative. (L. 3 for 20c; M. 3 for 10c; S. 5 for 10c.)

**CANBERRA**—Fine large yellow from Australia. (L. 3 for 15c.)

**CAESAR (Rozan)**—Giant orange scarlet of Pfitzer Triumph type, but more buds and blooms. (L. 3 for 25c; M. 3 for 15c; S. 4 for 10c.)

**CARMENIA (Mair, Scotland)**—Carmine crimson glad with white in throat. Twenty or more buds, half of which are out at once. Should be a winner in the rose or rose red class. (L. 10c each.)

**CHAS. DICKENS**—Bright, radiant purple with velvety blotch. Tall and a prize winner. (L. 3 for 15c; M. 5 for 15c.)

**CHRISTABEL (Mitsch)**—Beautiful soft pink with cream throat blotches; large bloom on a tall, slender spike. Ten out at once. Good placement. Very fine.

**COMMANDER KOEHL**—Deep, brilliant red. One of the best. (L. 3 for 15c; M. 5 for 15c.)

**CORONATION (Palmer)**—A light salmon rose, shading to creamy yellow in throat. One of the most beautiful of glads.

**COQUETTE**—Creamy salmon with cream blotch. A very beautiful flower, but seems inclined to crook. (L. 3 for 25c.)

**CRIMSON GLOW**—Large and bright red. Old but still a favorite with many. (L. 3 for 10c; M. 5 for 10c.)

**D. A. HAY (Whiteley)**—A very popular New Zealand variety, having won many championships in that country. Pink with creamy white throat. (L.

1 for 15c; M. 1 for 10c; S. 2 for 10c.)

**DUNA (Palmer)**—Apricot buff with cream throat. Very fine. (L. 3 for 15c; M. 5 for 15c.)

**DR. BAILEY**—A very beautiful velvety old rose; not very large but very refined. (L. 3 for 25c; 12 for \$1.00.)

**DANNY BOY**—An attractive New Zealand variety of brownish slate with throat of tangerine. (L. 1 for 25c.)

**DEBONAIRE (Palmer)**—La France pink, shrimp pink and creamier throat. Very tall and strong grower. Some consider this better than Picardy. (L. 3 for 15c; M. 5 for 15c; S. 6 for 10c.)

**DREAM O' BEAUTY**—A rose red or deep cerise. Very fine, vigorous grower and very popular. The flowers are liable to be a little wide spread, leaving an opening between the rows of blooms. (L. 3 for 15c; M. 5 for 20c; S. 10 for 20c; Blts. 100 for 25c.)

**DR. F. E. BENNETT**—Flame scarlet. Always on dress parade at the glad shows. (L. 3 for 15c; M. 5 for 15c.)

**DR. A. C. McKILLOP (N.Z.)**—A fine lavender with cream throat, cream line down each rib; wide open florets. (L. 1 for 30c; M. 1 for 20c; S. 2 for 20c.)

**DR. NELSON SHOOK**—Deep tyrian rose. Heavily ruffled. (L. 3 for 15c; M. 5 for 15c.)

**DOROTHY DOW (Evans)**—Magenta rose overlaid slate with darker blotch. Darker than Emile Auburn. Ten large



flowers out on good spike. Exhibition. Good propagator. (L. 1 for 50c; M. 1 for 30c; S. 1 for 15c; Blts. 10 for 40c.)

**DOX (Pf.)**—Large, clear, light yellow. One of the very best in its class. 5-inch flowers. (L. 1 for 60c; M. 1 for 40c; S. 1 for 20c.)

**DR. HOAG (Hoag)**—Maroon with velvety sheen. Very beautiful. (L. 1 for 20c.)

**EDITH ROBSON**—One of the newer ones, and a very fine salmon with red blotch. (L. 3 for 15c; M. 5 for 15c; S. 6 for 10c.)

**EMILE AUBURN**—Smoky red. Most popular in its class. (L. 3 for 15c; M. 5 for 15c.)

**EVEN SONG (Palmer)**—Large ruffled smoky with a cream blotch. Has been called an improved Mother Machree, but has not been up to that variety with me. (L. 3 for 20c; M. 3 for 10c.)

**FLAMING METEOR (Mitsch)**—Giant red. One of the brightest and most showy of glads. Strong grower. (L. 3 for 25c; M. 3 for 15c.)

**FLYING SQUADRON (Ellis)**—Reddish salmon with deep red blotch; 6-inch florets of very attractive coloring. (L. 1 for 50c; M. 1 for 40c; S. 1 for 20c; Blts. 10 for 75c.)

**FRILLED CHAMPION (Roozan)**—Large ruffled salmon orange. Early, and a real champion. (L. 3 for 20c; M. 3 for 10c; S. 6 for 15c; Blts. 100 for 25c.)

**GAY HUSSAR**—A very fine, salmon orange. (L. 3 for 15c; M. 5 for 15c.)

**GIANT NYMPH**—Tall, light pink. A winner. (L. 3 for 15c; M. 5 for 15c.)

**GLORIANA** — Pure salmon. Golden throat and large healthy spike. (L. 3 for 15c.)

**GOLDEN ANNIVERSARY (K.)**—Fawn yellow suffused blush pink. Large red blotch. A beautiful ruffled variety. (L. 3 for 25c; S. 2 for 10c.)

**GOLDEN CHIMES** — Large, clear pure yellow. Nicely ruffled. One of the most satisfactory yellows. (L. 3 for 25c; M. 3 for 20c; S. 3 for 10c; Blts. 100 for 50c.)

**GOLDEN DREAM**—Still a winner in the yellow class. (L. 3 for 15c; M. 5 for 15c.)

**GOLDEN EAGLE**—Earliest in a deep yellow glad. (L. 3 for 10c.)

**GOLDEN POPPY (Prestgard)** --Very deep yellow, slight shading of orange. (L. 3 for 25c; M. 2 for 10c.)

**GOLDEN SNAPDRAGON** — A very novel as well as beautiful, small decorative. The name is descriptive. (L. 6 for 25c; M. 12 for 30c.)

**HERITAGE (Prestgard)** — A pure pink with 10 to 15 open blooms. Has been a winner in a number of shows. (L. 1 for 20c; M. 1 for 15c; S. 2 for 15c; Blts. 100 for 60c.)

**HERCULES (Crow)** — Deep buff. Very tall. Strong grower. (L. 1 for 30c; M. 1 for 20c; S. 1 for 10c.)

**HECTOR (Palmer)**—Salmon scarlet with reddish speckles



on a cream throat. 5-6 immense ruffled blooms open at a time. Good propagator. (L. 1 for 25c; M. 1 for 15c; S. 2 for 15c; Blts. 20 for 25c.)

**HEATHFIELD (Errey)**—One of Errey's best. Coppery orange with orange-crimson center. Makes a good exhibition spike. (L. 3 for 25c; M. 3 for 15c; S. 6 for 15c; Blts. 25 for 10c.)

**HEAVENLY BLUE**—A light blue, darker lines in throat. (L. 3 for 15c; M. 5 for 15c.)

**HONEY (Gelser)**—A soft and pleasing buff pink. (Prim glad.) (L. 1 for 10c; M. 5 for 30c.)

**IOWA**—Light pink which we consider a very excellent commercial. Every spike a good, straight well faced cutting spike. (L. 50c; M. 35c; S. 20c; Blts. 100 for \$3.00.)

**IRENE (Mair)**—One of the best from Scotland. Salmon rose, flaked old rose; light throat. Very fine. (L. 3 for 25c; M. 5 for 25c.)

**JEAN DU TAILLES** — Large blotched pink. Very popular. (L. 3 for 15c; M. 5 for 15c.)

**JENNY LIND (Imprvd. Strain)** — Clear light salmon, creamy throat. Many open. (L. 3 for 10c; M. 12 for 30c.)

**JOHN RAMSAY (Mair)**—Deep salmon rose flecked deeper. Will show color in all 20 or 24 buds; 10 or 12 out at once. (L. 3 for 25c.)

**J. S. BACH (Pfitzer)**—Salmon orange. One of the best from this noted originator. A real exhibition glad. L. 1 for 15c; M. 1

for 10c; S. 2 for 10c; Blts. 25 for 10c.)

**JALNA**—A very unusual smoky salmon and ashes of roses. 10 or more large blooms wide open. Very popular with all who have seen it. (M. 1 for \$1.00; S. 2 for \$1.00; Blts. 5 for 20c.)

**J. T. PIRIE**—Very attractive mahogany brown; cream throat markings. (L. 3 for 15c.)

**JOSEPH HAYDEN (Pfitzer)**—Released for the first this year. The color is pale violet, with a very large, deep violet blotch of beautiful appearance; the contrast is most striking and effective. Bound to be very popular. (L. 1 for \$4.00; M. 1 for \$3.00; S. 1 for \$2.00; Blts. 25c each.)

**KEMPENFELDT (Vickers)**—Fine large violet. Similar to Champlain but larger. I have grown this for three years and find it very satisfactory. (L. 1 for 20c; M. 2 for 25c; S. 3 for 20c; Blts. 100 for 50c.)

**KING ARTHUR**—Violet lavender. Very ruffled and fluted. (L. 1 for 15c; 12 for \$1.50.)

**KIRCHOFF'S VIOLET**—Deep, dark blue. Early. (L. 3 for 15c.)

**LA COURONNE** — A creamy white with red blotch in yellow ground. (L. 3 for 15c.)

**LA PORT (Moir)**—Flesh pink, shading to rose pink on two lower petals. Perfect placement on good stem. Said to be very early. L. 1 for 50c; M. 1 for 25c; S. 2 for 25c; Blts. 20 for 25c.)

**LUCIFER (Erry)** — Orange scarlet, purple red blotch. One

of the best from Australia. Ten blooms out on very tall spike. Very strong, healthy plant. (L. 3 for 20c; M. 3 for 15c; S. 4 for 10c.)

**LOIS HEMAN**—A very out of the ordinary little glad. Yellow and rose red with greenish throat. Has been dubbed "The Clown," but is really very popular. Bulbs not as large as most varieties. (M. 3 for 15c.)

**LUDWIG VAN BEETHOVEN** (Pfitzer)—Slate, crimson penciling. A very fine smoky, and entirely different from the others. (L. 3 for 20c.)

**LOTUS**—Very dainty, white, pink and cream. Large flower, about four out. (L. 3 for 20c; M. 3 for 15c; Blts. 10 for 10c.)

**LOYALTY** — A large, strong growing yellow. (L. 3 for 15c.)

**MAGNA BLANCA**—A creamy white with distinctive yellow blotch. Very tall and fine. (L. 3 for 20c; M. 3 for 15c.)

**MAHOGANY** (Mair)—Smoky salmon red with light blotches. One of the finest of the new ones from Scotland. (L. 1 for 30c; M. 1 for 20c; Blts. 25 for 50c.)

**MAID OF ORLEANS**—Considered to be one of the best of the newer creamy whites. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

**MAMMOTH PINK** (Ellis)—A giant pink with small red markings in the throat. Very showy glad. (L. 1 for 50c; M. 1 for 30c; S. 1 for 20c; Blts. 10 for 40c.)

**MAMMOTH WHITE** — A pure white. Six and seven inch blocms. One of the best for show purposes. (L. 3 for 15c; M. 5 for 15c.)

**MARMORA**—The gray glad. A prize winner. (L. 3 for 15c; M. 5 for 15c.)

**MARY DAVIDSON** (J.J. Brown)—Pink, slight gray cast. Tall, straight spikes 6 to 8 6-inch florets open at once. One of the best exhibition glads. New. (M. 3 for 25c; S. 3 for 15c; Blts. 100 for 20c.)

**MARGARET FULTON**—Rich clear salmon. Very fine for early. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 100 for 10c.)

**MARGARET PETERS** (Errey)—White with a strong crimson blotch. Makes a fine spike and blooms well from small bulbs. (L. 3 for 15c; M. 5 for 15c.)

**MARY ELIZABETH** (Dr. Stevens)—White with yellow throat. Beautiful. A winner in the decorative class. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c; Blts. 100 for 25c.)

**MARY FREY**—Large early lavender. We consider this one of the best. (L. 3 for 15c; M. 5 for 15c.)

**MAXWELTON** (Bearman) — New giant. Rose pink. (L. 1 for \$5.00; M. 1 for \$3.00; S. 1 for \$2.00.)

**MILFORD** (N. Zealand)—A beautiful shade of blue, no red markings. Considered to be the very best blue. (L. 1 for 30c; M. 1 for 20c; S. 2 for 20c; Blts. 25 for 25c.)

**MING TOY**—Deep buff yellow. Early. (L. 3 for 10c.)

**MINUET**—Considered by many as the very best lavender. (L. 3 for 15c; M. 5 for 15c.)

**MISS NEW ZEALAND (Julien)**—Salmon, rose blotch. Without doubt this is one of the largest glads in spike and flower. Well spaced and placed. Color seemed to be more beautiful when opened inside. This glad will be in great demand for years to come. (L. 1 for 40c; M. 1 for 30c; S. 1 for 20c; Blts. 10 for 35c.)

**MOIRA (N. Z.)**—Bright scarlet, warm deep throat. This seems to have better placement than Wurtembergia, and more flowers out. Flowers not quite as large. (L. 1 for 50c; M. 1 for 30c; S. 2 for 30c; Blts. 20 for 25c.)

**MOORISH KING**—One of the very best in a large, dark red. (L. 1 for 15c; M. 2 for 30c.)

**MORONGO (Errey)**—A fine exhibition variety from Australia. 12 perfectly placed blooms on a long, straight spike. Color a bright salmon with a yellow, scarlet lined center. (L. 1 for 25c; M. 1 for 15c; S. 1 for 10c; Blts. 10 for 25c.)

**MOTHER MACHREE**—World famous. Soft smoky lavender with orange lines. We consider this as one of the very best in its class. In fact, it is our favorite. Was introduced at \$100 a bulb. (L. 3 for 15c; M. 6 for 20c.)

**MRS. F. C. HORNBERGER**—A good ruffled white. (L. 3 for 15c; M. 5 for 15c.)

**MRS. F. C. PETERS**—One of those older ones that is hard to down. A wonderful lavender for late flowers. (L. 3 for 15c; M. 5 for 15c.)

**MRS. S. A. ERREY (Errey)**—Brilliant orange with an orange crimson blotch. Ten enormous blooms on tall spike. Should be picked and put in a cool place as soon as first blooms appear, as it burns badly in hot sun. (L. 3 for 20c; M. 3 for 15c.)

**MRS. LEON DOUGLAS**—Salmon rose pink. A giant in plant and flowers. (L. 3 for 15c. M. 2 for 15c.)

**M. M. SULLY**—Milk white. Red blotch. Very fine. (L. 3 for 20c.)

**MRS. R. P. CHASE**—Large and creamy white, tinted pink. A very beautiful glad. (L. 3 for 20c.)

**MR. W. H. PHIPPS**—Light salmon pink, lighter throat. Has been the most popular American glad grown, and still stands very high in the esteem of the glad world. (L. 3 for 15c; M. 5 for 15c.)

**MYWAG (Palmer)** — Salmon shading to white throat with large scarlet blotch. Immense round florets, of exceptional beauty. (L. 1 for \$1.50; M. 1 for \$1.00; S. 1 for 50c; Blts. 3 for 25c.)

**NANCY HANKS**—Orange. Red markings on lip. (L. 3 for 10c.)

**NELLIE HEWITSON (Whiteley)**--Finely ruffled glad of outstanding color combination. Cream base, outer ends of petals deep pink. Large red blotch. (L. 1 for 10c; M. 3 for 15c; S. 5 for 15c; Blts. 100 for 25c.)

**NEWINGTON (Errey)**—Cream slightly flaked on outer edges with rose pink; lower petals suffused lemon yellow. Tall, strong grower. Up to 10 open at once. (L. 1 for 50c; M. 1 for 35c; S. 1 for 15c.)

**OBERSCHLEISEN (Pf.)** — A real cream colored glad; new. Long spikes, many out. Exceptionally good. (L. 1 for 25c; M. 1 for 15c; Blts. 10 for 20c.)

**ORANGE PRINCESS (De Grott)**—Pure salmon orange. One of the finest oranges. Flowers perfectly placed and ruffled. (L. 1 for 10c; M. 3 for 20c; S. 10 for 25c; Blts. 100 for 25c.)

**OLIVE GOODRICH** — White overlaid with pink. A good spike of very dainty flowers. (L. 3 for 15c; 12 for 60c.)

**ORANGE QUEEN**—A Fine orange prim glad. (L. 3 for 15c.)

**ORANGE WONDER**—A large, clear orange. Not many flowers out at once, but is fine for late. (L. 3 for 15c; 12 for 60c.)

**OREGON (Ellis)**—Light pink with cream throat. Considered to be one of the finest new glads. Wonderful color. Giant spike with 6½ inch blooms. Crooks badly when bloomed in mid-summer. (L. 1 for 50c; M. 35c; S. 3 for 35c.)

**ORLANDO**—Massive spike, 12 open flowers; rosy salmon, center slightly marked crimson and yellow. (L. 1 for 50c; M. 1 for 30c; S. 1 for 25c.)

**OUR SELECTION**—Smoky salmon rose, red throat, cream lip. Large number of flowers out. A great prize winner from

Australia. (L. 3 for 15c; M. 5 for 15c.)

**PAUL'S SCARLET (Newman)**—The color of Paul's Scarlet Rose. A very pretty small decorative. Not a prim. (L. 1 for 15c; M. 2 for 15c; S. 4 for 15c.)

**PEACH ROSE**—Extra choice rose pink, darker throat. A winner. (L. 3 for 15c; 12 for 60c.)

**PFITZER'S MASTERPIECE**—Released for the first time in this country. Color is a rich pink, cream throat, with good depth of color and waxy appearance. This won a first class certificate at Ballart test gardens in Australia (L. 1 for \$3.50; M. 1 for \$2.50; S. 1 for \$1.75; Blts. 25c each.)

**PELEGRINA (Pfitzer)**—Probably the best dark blue to date. Not as vigorous a grower as some, but very beautiful. (L. 3 for 15c; M. 5 for 15c; S. 10 for 20c; Blts. 100 for 35c.)

**PFITZER'S TRIUMPH**—Light orange scarlet, deeper lip. Immense wide open flowers. A wonderful flower. (L. 3 for 15c; M. 5 for 15c; S. 10 for 15c.)

**PICARDY (Palmer)**—A soft shrimp pink. One of the most outstanding of the newer glads. Champion bloom at New York State Glad Show at both 1934, 1935 and 1936 exhibits. A tremendous propagator; thus the low price. (L. 3 for 15c; M. 6 for 15c; S. 15 for 15c; Blts. 100 for 10c.)

**PIRATE (Palmer)**--Shades and tints of pomegranite purple. Large flowers well placed on a tall spike, makes this one of

the finest dark beauties. (L. 3 for 25c; M. 3 for 15c; S. 4 for 10c; Blts. 25 for 10c.)

**POLAR ICE (Pfit.)**—Another pure white. This is on the order of Albatross but earlier. Fine texture. (L. 3 for 20c; M. 3 for 15c; S. 5 for 10c; Blts. 25 for 10c.)

**PROF. VAN SLOGTERN (Alkemade)**—A very beautiful, soft pink that is different. Spike straight with large flowers well placed. (L. 3 for 15c; M. 3 for 10c; S. 5 for 10c.)

**PITITI (Hill, New Zealand)**—Salmon apricot flecked darker and the throat powdered with henna. This has proved to be a champion in New Zealand. (L. 1 for 25c; M. 1 for 15c; S. 1 for 10c; Blts. 20 for 25c.)

**PIMPERNEL**—Clear, light red, white throat. One of the best in its class. (L. 1 for 15c; M. 2 for 20c; S. 2 for 10c; Blts. 100 for \$1.00.)

**PRIDE OF WANAKAH**—Fine, large lavender rose. Very popular. (L. 3 for 15c.)

**PURPLE GLORY**—Fine, ruffled dark red. Sometimes has a purple cast. (L. 3 for 15c; M. 5 for 15c.)

**RED PHIPPS**—A glowing light scarlet. Very fine for exhibition or commercial use. (L. 3 for 20c; M. 3 for 15c; S. 4 for 10c.)

**QUEEN HELEN II**—One of the best new salmon pinks with cream throat. A late commercial. (L. 3 for 20c.)

**QUEEN OF THE GLADS**—A large, clear pink with deeper

blotch. Round florets. (L. 1 for 15c; M. 1 for 10c.)

**RED LORY**—Rose red, crimson blotch. Ten to 12 open at once. A fine Australian variety. Best from large size bulbs. (L. 3 for 20c; M. 5 for 20c.)

**RAMSAY MacDONALD (Pfitzer)**—This new purple has superseded all of this originators famous introductions in this color class. The best I have seen to date. (L. 1 for 40c; M. 25c; S. 2 for 25c; Blts. 5 for 15c.)

**RECOVERY (Blake)**—Salmon rose-red. For size of spike, size of flower, number out, and arrangement of flowers on spike this glad has certainly done its part to win a place in every glad fan's garden. Great propagator. (L. 1 for 15c; M. 2 for 20c; S. 4 for 20c; Blts. 100 for 30c.)

**QUALITY**—Rich pink with a white throat. (L. 3 for 25c; M. 3 for 15c.)

**RED PIRATE (Gelser)**—Dark rose-red with almost black blotch. Very pleasing shade of red. (L. 1 for 20c; M. 3 for 30c; Blts. 100 for 50c.)

**REWI FALLU (Fallu)**—Deep blood red. Massive blooms on a tall straight spike. I believe this is a great improvement over any other red in existence in its color class. Blooms from bulblets. (L. 1 for \$3.00; M. 1 for \$2.00; S. 1 for \$1.00; Blts. 5 for \$1.00.)

**RIMA (Mitsch)**—A very beautiful lilac pink with a cream throat. The florets are large and



well placed on long spike—stands heat remarkably well. I believe this will be in great demand as a cut flower variety. (L. 1 for \$3.00; M. 1 for \$2.50; Blts. 30c each.)

**ROBERT THE FIRST (A. J. Wilkus)**—Rose purple. Grows tall with 20 to 23 buds. A row of these are as straight and uniform as a line of soldiers. (L. 1 for 25c; M. 1 for 15c; S. 1 for 10c; Blts. 10 for 10c.)

**ROSEMARIE PFITZER)**—A large creamy white, tinted and flecked pink. A real show flower ruffled and many out. Requires good culture. (L. 1 for 25c; M. 2 for 20c; S. 2 for 15c; Blts. 10 for 20c.)

**ROSEX (Palmer)**—A salmon scarlet shading to rose. Many open. We won first at the 1934 Empire State Show for most buds and blooms with a spike of this grown from a No. 3 bulb. (L. 3 for 20c; M. 3 for 15c; S. 5 for 10c; Blts. 15 for 10c.)

**RAMESSES**—Large purple. A very distinct form and coloring. (L. 1 for 15c; M. 2 for 15c.)

**ROTENBERG (Pr.)** — Bright deep red with black-red blotch. A very rich lustrous color, with tall spike and large flowers. Obtainable of only a very few growers in this country. Good propagator. (L. 1 for 60c; M. 1 for 40c; S. 1 for 30c; Blts. 10 for 40c.)

**ROYAL GOLD (Pfitzer)**—Another new one from this noted originator. A beautiful yellow, large and early. I have had as many as 8 blooms out on spikes

grown from No. 6 bulbs. (L. 1 for \$3.50; M. 1 for \$2.50; S. 1 for \$1.25; Blts. 2 for 50c.)

**SALMON EMPEROR (Roozan)**—Salmon orange, deeper feather. Spike sometimes rather stubby. Very nicely ruffled. (L. 1 for 10c; M. 3 for 15c; Blts. 100 for 20c.)

**SCHENECTADY (Stevens)**—Coral red streaks on rose ash. (L. 3 for 15c; M. 5 for 15c.)

**SERENADE (Mitsch)**—A pure pink, white with blotch. Not too strong a grower, but opens about ten beautiful flowers at once. (L. 1 for 10c; M. 3 for 15c; Blts. 10 for 10c.)

**SHIRLEY TEMPLE (Pruitt)**—This new cream with a darker throat created a great sensation in Oregon in '36, where it was shown with seven out and florets, measuring over 6 inches in width. A very vigorous grower and good germination from bulblets. (L. 1 for \$3.75; M. 1 for \$2.00; S. 1 for \$1.00; Blts. 1 for 50c; 10 for \$4.00.)

**SALBACH'S ORCHID**--Similar in form to Minuet but of a pinker shade. Wonderful in some sections. (L. 3 for 15c; 12 for 60c.)

**SIEGFRIED (Mitsch)**—Color a rose pink somewhat overlaid; red with white throat and white splashes on the upper petals. This should be a winner in the large decorative class as it opens up to 13 well placed, medium sized blooms on nice spike. At least, this is a very lovely novelty. (L. 1 for 75c; M. 1 for 60c; S. 1 for 40c; Blts. 10 for 40c.)

**SILVER SHEEN (Symons)**—Glowing salmon pink with a white tongue on lower petals. Tall fine spike with up to 10 out. (L. 1 for 15c; M. 1 for 10c; S. 2 for 10c; Blts. 20 for 10c.)

**SMILING MAESTRO (Christ)**—Deep salmon rose, usually flaked brown. A wonderful, nice large exhibition glad, and a good propagator. (L. 1 for 20c; M. 1 for 15c; S. 3 for 25c; Blts. 10 for 20c; 100 for \$1.00.)

**SONATINE (Pfitzer)**—A rich pink, light throat. We consider this as one of the very best from this originator. Good, large pinks of this shade are not plentiful. You will make no mistake on this one. (L. 3 for 25c; M. 3 for 15c; S. 6 for 25c; Blts. 20 for 25c.)

**SOUTHERN CROSS (Whiteley)**—Color is one of the finest clear reds. Facing and growth are of the best. Very prolific. We predict a great future for this in the commercial field. Early. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 50 for 10c.)

**STAR OF BETHLEHEM (Pfitzer)**—We believe this to be the very best of the white varieties. Better placement than Albattross, and not crowded or stubby as some of the others sometimes are. (L. 1 for 15c; M. 3 for 25c; S. 5 for 25c; Blts. 10 for 10c.)

**ST. BRUNO (Mair)**—Salmon pink blushed chocolate red. Opens many large blooms on very tall spike. Is recommended to have an occasional spike with three rows of bloom. I had one with four rows and 20

blooms out. Ordinary spikes produce 10 or 12 out. I consider this a very outstanding novelty. Mr. Cook of Groton, N. Y. brought me a spike from his garden last Summer that had 34 blooms out. Blooms were packed on the spike more like a bunch of grapes than anything else. (L. 1 for 15c; M. 1 for 10c; S. 2 for 10c; Blts. 25 for 10c.)

**STORM TRIUMPH (Swenson)**—A new smoky of deep chocolate tones. About eight large flowers open. Seems to be good in every way. (L. 1 for \$1.00; M. 1 for 60c; S. 1 for 30c; Blts. 10 for 80c.)

**STUTTGARDIA**--Large orange red. Very fine, but will burn if left in the sun. Pick when first blooms open (L. 3 for 20c.)

**SWEETHEART**—Waxy snow white blending to a very dainty pink. Not a large flower or a great number out but a real sweetheart. (L. 3 for 15c; M. 5 for 15c.)

**TAMAROA (New Zealand)**—A brownish orange shade, flaked deeper, ornamental throat. (L. 1 for 15c; M. 1 for 10c; S. 3 for 10c; Blts. 25 for 50c.)

**SCHWABEN GIRL**--Pure pink. (L. 3 for 25c; 12 for \$1.00.)

**SYMPHONY (Palmer)**—Light rose pink with clear cream blotch. Very long flower head with from 6 to 9 very beautiful flowers open. Stands drought remarkably. This will be a wonderful cut flower variety as well as one of the finest for the garden. (L. 1 for 10c; M. 3 for 15c; S. 5 for 15c; Blts. 15 for 10c.)



**TAKINA** (Burns, N. Z.)—Another mammoth variety. Some growers report this to be even larger in length of spike and size of flower than Miss New Zealand. Color, rosaline purple. (L. 1 for 45c; M. 1 for 35c; S. 1 for 25c; Blts. 10 for 50c.)

**TIP TOP** (Pfitzer)—This is truly a magnificent variety. The spike is tall and fine, usually producing 6 inch blooms from M. size bulbs. The color is a brilliant scarlet. (L. 1 for 20c; M. 1 for 15c; S. 1 for 10c; Blts. 10 for 15c.)

**THREE LO** (Burgess, Australia)—A long spike with about twelve large flowers well placed on a strong stem and very reliable in producing exhibition spikes as it is a healthy vigorous grower. The color is rose, slightly flecked a deeper shade with a carmine blotch on a creamy throat. A good propagator although the bulblets are small. F. C. C. at Australia Trial Grounds. (L. 1 for 20c; M. 1 for 15c; S. 1 for 10c; Blts. 10 for 15c.)

**TANGERINE** (Morrison, Australia)—A glowing orange, tall and graceful. Very fine. (L. 1 for 10c; M. 5 for 20c; S. 10 for 20c; Blts. 20 for 10c.)

**TINAMBA**—Very large flower spike. of large light salmon pink flowers. (3 for 20c; 12 for 75c.)

**TOA** (Miller)—Light orange salmon, but on the color lines of Pfitzer's Triumph and the same wide open type of bloom. (L. 1 for 25c; M. 1 for 15c; S. 1 for 10c; Blts. 10 for 15c.)

**TREVONIAN** (Hornberger)—

A large outstanding new lavender rose. Very fine exhibition and commercial. We like this very much. (L. 3 for 25c; M. 3 for 15c; S. 4 for 10c; Blts. 100 for 25c.)

**TUTANEKAI** (Dooney) — Orange ochre, flaked brown. Yellow throat. Very attractive and different. (L. 1 for 15c; M. 1 for 10c; S. 2 for 10c; Blts. 10 for 10c.)

**UNION JACK** (J. J. Brown)—Gray and slate with red blotch. A very fine smoky, long tapering spike. (L. 1 for 15c; M. 1 for 10c; S. 2 for 10c; Blts. 10 for 10c.)

**VAGABOND PRINCE** (Palmer)—Color is an unusual iridescent garnet brown lighter in upper throat and with a small blotch of glowing flame scarlet on lip petal. 8-10 well placed medium sized blooms open at a time. Very odd and distinct and with gorgeous color. Attracts at once everywhere and is bound to be one of the most popular varieties in existence. Large bulbs sold last year for \$1.60 each. It has proved so prolific we are able to quote as follows this season. (L. 1 for 50c; M. 1 for 30c; S. 1 for 20c. Blts. 6 for 20c.)

**TROUBADOUR**—Large, clear purple. Very fine. (L. 3 for 20c.)

**VEILCHENBLEAU** — One of the best, reasonable priced blues. (L. 3 for 15c.)

**VIOLET** (Ma'r)—A violet that is very fine in the decorative class. Nice clear color; many open. (L. 3 for 25c; M. 3 for 15c; Blts. 25 for 10c.)

**WAIANAWA (N. Z.)**—A blue which shows promise. (L. \$1.00; M. 75c; S. 50c; Blts. \$5.00 per 100.)

**WAIRAU**—(Julyan, N. Z.)—A large slightly ruffled variety. Ground color of pale salmon brightening to an orange tint with a distinct border of lavender grey; throat markings are cream with crimson effects. A good strong grower which easily opens eight or more to make it a good exhibition variety. (L. 1 for 65c; M. 1 for 45c; S. 1 for 20c; Blts. 5 for 25c.)

**WARATAH (Errey)** — Outer portion of flower is a brilliant orange scarlet; center is crimson touched with cream. Ten open blooms of fine substance. Perfect placement on good spike. (L. 2 for 25c; M. 2 for 15c; Blts. 20 for 15c.)

**WINGED VICTORY**—A very large, clear pink, shading to white in the throat. I have seen this with eight inch bloom. Must have good culture. (L. 3 for 10c; M. 6 for 10c.)

**WURTEMBERGIA (Pfit.)**—A brilliant scarlet with conspicuous cream blotch. A basket of this at the New York State Fair attracted much attention and enthusiastic comment. This is

really one of Pfitzer's best. (L. 3 for 20c; M. 3 for 15c; S. 6 for 15c; Blts. 25 for 10c.)

**WASAGA (Palmer)**—Beautiful frilled apricot buff. Very choice. (L. 3 for 15c; M. 3 for 10c; S. 6 for 10c; Blts. 25 for 10c.)

**ZAUBERLIN (Pf.)**—An early ruffled yellow. New. A beautiful decorative. (L. 3 for 25c; M. 3 for 15c; S. 4 for 10c.)

**ZAUBERFLOTE (Pf.)**—Peach with vivid red blotch. Spikes are always straight, carrying 7 to 8 large flowers of good substance. A good healthy grower and propagator. Will become one of the leading cut-flower varieties. A great improvement on Mrs. Frank Pendleton. (L. 1 for 50c; M. 1 for 30c; S. 1 for 15c; Blts. 5 for 20c.)


**ZUNI (Mitsch)**—A very rich colored smoky glad, very delicately and evenly ruffled. This new glad is one of great promise, not as large florets as Bagdad, but 100 per cent more beautiful. (L. 1 for \$3.00; M. 1 for \$2.50; S. 1 for \$1.50; Blts. 30c each.)

**CHOICE MIXTURE**—Consisting of named varieties (Not labeled.) All colors and shades. (L. 100 for \$2.50; M. 100 for \$1.50; 25 at the 100 rate.)

---

We have been able to make better quotations in some instances than we expected earlier in the season. Therefore if you have given us an order and you find you paid too much for some of them, you can just rest assured that you will get your money's worth in extra bulbs. We certainly do not calculate to penalize anyone for favoring us with early orders. Any change in your order should be mailed at an early date.

**VISITORS ARE ALWAYS WELCOME.** Watch for our signs two miles west of Elbridge on Route 5.



The cut on the cover of this catalogue is the prize seedling, also sweepstake spike at the Empire State Gladiolus Show at Rochester, New York, 1937. This glad was characterized by international experts as the greatest gladiolus given the world in many years. Many went so far as to declare it to be the best glad in the world. Judges and officers of the show officially named it the Caroline Werner Gannett Gladiolus for the wife of the publisher, Frank E. Gannett. Mrs. Gannett, guest of honor for the show, accepted the distinction. Mr. G. A. Webster, who acted in the capacity of supervisor of judges, gave a very accurate description of this gladiolus in an article written for his home paper. I quote, "The spike carried 20 buds expanding into blooms, measuring 7 inches and more in diameter any direction. The color is a blending of lavender and pink, highlighted in the upper portion of the floret with tones of mahogany and gold with each of the two throat petals of the bloom marked with a large patch of glowing cherry." One of the most remarkable things about this gladiolus was its ability to stand up. I picked it on Tuesday morning, held it until Friday, then carried it to the show in a box. It was out of the water just three hours, besides being taken out several times a day to be photographed. Saturday it had ten immense blooms out. On Sunday there were eleven, with no signs of wilting. Mr. Fred Meyers of Fairport, N. Y., president of the society, wrote me after the show to inquire what I did to this glad to make it stand up so well. He said he never saw anything like it. Well, if I had a formula that would embalm glads so that they would stand the racket of heat and handling, the way this one did, I would not be growing glads for a living. Of course, there is but one thing that could stop me from growing them for pleasure. I left the prize glad in Mr. Meyer's charge Friday night and Saturday as I had to return home Friday. I never changed the water until it reached Rochester and never cut the stem. I believe Mr. Meyers did though on Friday night. The bulb that produced this spike was scarcely more than one inch in diameter. We have established no price for Caroline Werner Gannett this year as stock is too limited. If you are interested just say so, and I will put you on our waiting list.

F. O. CHAMBERLIN.



# Echo Heights Farm

## Jordan, New York

**Money Order** \$.....

**Check**                      \$.....

**Cash** \$.....

**Stamps** \$.....

....., 193.....

Name.....  
(Please Write Plainly)

Street .....

City and State.....

		Amount
Ship How . . . . .	When . . . . .	Enclosed . . . . .

[illegible]

(Continue Order on Other Side)

[illegible]



## ***Our Guarantee***

**If, upon examination, bulbs are not satisfactory, return them and your money will be refunded. Our Guarantee does not mean that we are in any way responsible for any failure due to weather conditions or insects. However, if you have any complaint at blooming time just send it along to us and we will try and do our part.**



**Please pardon just a moment  
While I blow my little horn,  
My gladdies are so gorgeous  
That they brighten up the morn.**

**The reason you may ask me,  
I am sure you could have guessed;  
The bulbs that grew these flowers  
Were nothing but the best.**

**So if you'd brighten sunshine  
That's glowing in your heart  
Just write me out an order,  
And I will do my part.**



U.S.A. Press Print, Skaneateles N. Y.